

Note for McGrath, Kathleen

From: McGrath, Kathleen
Date: Wed, Sep 9, 1998 10:40 AM
Subject: phoenix additional fees
To: Datta, Picklu
File(s): phoenix additional fees

Hi Pic,

I sent you this spreadsheet about a month ago and just realized that I made some mistakes regarding the country dance portion (for the existing expenses). We had already discussed and approved the costs that are on the attached spreadsheet, but when I typed this up, I understated the costs (my error). Again, these costs were submitted by Phoenix earlier in the year when we were discussing the ability to grant them the program if their costs were equivalent to last year (since they won competitive bid in 1997).

Additionally, the numbers quoted for Phoenix Marketing were lower than they should be because they quoted us on the wrong # of staffing hours (thinking program was 57 nights when it's actually 167 nights). I understand how they made the mistake and will explain if you'd like me to.

Therefore, the #'s for both programs are revised. The numbers are higher to reflect our needs, but costs (labor/hour, management labor, etc.) hasn't gone up.

I expect to have this contract sometime this week for signature and wanted to make sure I got this to you before it came down so I could answer any questions you might have.

Thanks,
Kathy